

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY MEXICO

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TAGS: BEXP MX

SUVJ: AIR TRAFFIC CONTROL TECHNICAL SEMINAR

REF: A. MEXICO 5811 B. STATE A-750

1. CONCUR EMBASSY RECOMMENDATION COURTESY CALL FOLLOWING
EMBASSY BRIEFING AFTERNOON, MONDAY, SEPTEMBER 23.

2. RE HOSPITALITY EVENT. OUR EXPERIENCE SHOWS THAT SITDOWN
MEAL INVARIABLY MORE EFFECTIVE IN ESTABLISHING RAPPORT BETWEEN
HOST COUNTRY OFFICIALS AND U.S. TEAM MEMBERS THAN STANDUP
RECEPTION. IF EMBASSY/TRADE CENTER BELIEVE LUNCHEON MORE
EFFECTIVE THAN DINNER, WE CONCUR. WE WOULD PREFER THAT
LUNCHEON BE HELD IN PLACE WITH WHICH HOST COUNTRY ATTENDEES
WILL BE FAMILIAR AND COMFORTABLE. LUNCHEON ATTENDEES WOULD
NUMBER APPROXIMATELY 40, INCLUDING 12 U.S. TEAM MEMBERS,
4-5 EMBASSY/TRADE CENTER OFFICERS AND REMAINDER MEXICAN
OFFICIALS. HOSPITALITY BUDGET WILL PROVIDE FOR COST OF UP
TO \$12 PER HEAD. WE WOULD ALSO PREFER THAT HOSPITALITY EVENT
BE AS EARLY IN EVENT SCHEDULE AS POSSIBLE, I.E., TUESDAY,
SINCE THIS OCCASION ALWAYS PROVIDES FURTHER OPPORTUNITIES
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U.S. TEAM MEMBERS MAKE INDIVIDUAL BUSINESS APPOINTMENTS.

3. WORLDWIDE WILCOX CONCURS IN OUR ASSESSMENT IMPORTANCE THEIR PARTICIPATION. WILL COVER VOR/DME EQUIPMENT. RAYTHEON, ANOTHER NEW PARTICIPANT, WILL COVER AUTOMATED DISPLAY EQUIPMENT. PREVIOUSLY LISTED PARTICIPANTS WILL COVER FOLLOWING SUBJECTS: SPERRY-UNIVAC, ARTS-III; WESTINGHOUSE, ARSR LONG-RANGE RADARS; TEXAS INSTRUMENTS, TERMINAL AREA RADAR; COLLINS RADIO, AIR TRAFFIC CONTROL COMMUNICATIONS, GROUND TO AIR AND INTRA-FACILITY. WE IN PROCESS LINING UP ANOTHER PARTICIPANT, EITHER FOR AIRPORT LIGHTING SYSTEMS OR FOR SECONDARY RADAR.

4. WE PLANNING HAVE WASHINGTON BRIEFING SESSION AUGUST 29 FOR TEAM MEMBERS, PROVIDING COUNTRY BACKGROUND INFO, ITINERARY LOGISTICS AND DRY-RUN FOR SEMINAR PRESENTATIONS.

5. TEAM WILL STAGE IN FORT WORTH, SUNDAY, SEPTEMBER 22 AND RECEIVE BRIEFING FROM FAA SOUTHWEST REGIONAL HQ EARLY MONDAY MORNING, SEPTEMBER 23. WILL LEAVE HOUSTON-FORT WORTH AROUND NOON, ARRIVING EARLY AFTERNOON IN MEXICO CITY.

6. PLEASE MAKE ARRANGEMENTS FOR QUALIFIED TEAM SIMULTANEOUS INTERPRETERS FOR SEMINAR SESSIONS. PRESUME TWO PERSONS SHOULD BE SUFFICIENT. PLEASE INFORM IF FRATES DO NOT CORRESPOND TO GENERAL INTERNATIONAL NORM OF \$100-150 PER PERSON PER DAY. UNDERSTAND TRADE CENTER HAS BUILT IN S-I SYSTEM. IF FOR SOME REASON THIS NOT AVAILABLE, PLEASE INFORM.

7. WE WOULD LIKE TO HAVE TWO BOOKLETS FOR SEMINAR PRINTED IN MEXICO CITY. FIRST WILL BE STANDARD ENVELOPE SIZE WITH PHOTOS, BIO INFO AND SUPPLEMENTARY DATA FOR MAILOUT TO PROSPECTIVE SEMINAR ATTENDEES. WE DO NOT DESIRE OR NEED LARGE SEMINAR AUDIENCE, SO WE WILL NOT UNDERTAKE STANDARD PROMOTIONAL CAMPAIGN. WE WISH SELECTIVE APPROACH TO DGAC, RAMSA AND MINISTRY OFFICIALS, WITH ANTICIPATION APPROXIMATELY 40-50 KEY PERSONNEL WILL ATTEND MOST OR ALL PORTIONS SEMINAR SESSIONS. IF PAST EXPERIENCE HOLDS, QUALITY OF PARTICIPATING COMPANIES AND THEIR PRESENTATIONS, PLUS DRAW OF FAA COOPERATION, SHOULD UNCLASSIFIED

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ENSURE THAT SEMINAR WILL PRACTICALLY SELL ITSELF TO TARGET AUDIENCE. SECOND SEMINAR BROCHURE WILL CONTAIN TRANSLATED ABSTRACTS OF SEMINAR PRESENTATIONS. ADVANCE OFFICER TOWER WILL HANDCARRY ALL MATERIALS TO BE TRANSLATED AND PRINTED, AND WILL MAKE NECESSARY ARRANGEMENTS WITH PRINTER, WITH EMBASY/TRADE CENTER ADVICE AND ASSISTANCE. TOWER WILL BRING EXAMPLES OF PREVIOUS SUCH BROCHURES. HE WILL ALSO WISH TO MAKE SEVERAL CALLS ON KEY

HOST GOVERNMENT OFFICIALS RE SEMINAR.

8. WE WILL PROCESS COLLECTING COMPANY LITERATURE AND
WILL FORWARD TO YOU.
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